

Message Text

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ACTION EB-07

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FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC 5394

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E.O. 11652: N/A

TAGS: BGEN

SUBJECT: POST RELATIONSHIPS WITH AMERICAN CHAMBERS OF COMMERCE

REF: STATE 94266

1. EMBASSY BUENOS AIRES HAS CLOSE AND CONTINUOUS CONTACT WITH US BUSINESS COMMUNITY. TWO OR THREE EMBASSY OFFICERS, FREQUENTLY ALSO THE AMBASSADOR, ATTEND THE CHAMBER'S MONTHLY BOARD MEETINGS (ONE OF WHICH WAS RECENTLY HOSTED BY AMBASSADOR HILL AT HIS RESIDENCE). IN ADDITION, EMBASSY ORGANIZES MEETINGS, WITH MEMBERS OF AMERICAN BUSINESS COMMUNITY AT EMBASSY RESIDENCE APPROXIMATELY EVERY SIX WEEKS.

2. AT THESE MEETINGS, REPS OF US FIRMS, USUALLY 25 TO 35 STRONG, ARE BRIEFED BY AMBASSADOR, POLITICAL, ECON/COM SECTIONS AND MILITARY ATTACHES ON LOCAL AND INTERNATIONAL EVENTS. IN TURN, THE BUSINESSMEN WHO ARE FOR THE MOST PART ARGENTINE NATIONALS, ARE ENCOURAGED TO SHARE THEIR PROBLEMS AND POINTS OF VIEW WITH EACH OTHER. AN AGENDA IS ESTABLISHED BEFOREHAND AND THE AMBASSADOR OR ECOM COUNSELOR ACTS AS MODERATOR. THE COMPOSITION OF THE GROUP VARIES TO ENABLE US INCLUDE ALL US FIRMS REPRESENTED HERE OVER PERIOD OF TIME.

3. FROM EMBASSY'S POINT OF VIEW, MEETINGS ARE MOST USEFUL IN PROVIDING US WITH RELIABLE FIRST HAND INFORMATION ON EVENTS IN ARGENTINA. WE BELIEVE THESE MEETINGS ARE PARTICULARLY APPRECIATED BY THE BUSINESS COMMUNITY BECAUSE OF OPPORTUNITY IT GIVES THEM TO EXCHANGE INFORMATION.

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4. WE HAVE NOT INVOLVED THE CHAMBER TO DATE IN PREPARATION OF OUR CCP (PARA 2 REFTTEL) AS CCP RELATES PRIMARILY TO OUR EFFORT TO ASSIST US BASED EXPORTERS INCREMENTING THEIR SALES IN ARGENTINA. AN EXCHANGE WITH THE CHAMBER WOULD NOT BE PARTICULARLY USEFUL IN VIEW OF FACT THAT GREAT MAJORITY OF CHAMBER MEMBERS REPRESENT US SUBSIDIARIES WHICH SELL IN ARGENTINA PRODUCTS OF THEIR LOCAL PLANTS. THIS COULD CHANGE IF MORE AGENTS OF US FIRMS IN ARGENTINA WERE ACTIVE MEMBERS OF CHAMBER AND IF THEY HAD GREATER VOICE IN CHAMBER AFFAIRS. WE ANTICIPATE FURTHER COOPERATION IN FUTURE, WHICH WOULD ASSIST OUR EXPORT PROMOTION EFFORTS.

5. BOTH THE CHAMBER AND THE COMMERCIAL SECTION SERVICE TRADE INQUIRIES AND OTHER REQUESTS FROM US BUSINESS IN THE NORMAL COURSE OF EVENTS, AND WE OCCASIONALLY REFER THESE INQUIRIES TO EACH OTHER AND ASSIST EACH OTHER IN ANSWERING THEM. OUR WTDR FILES ARE AVAILABLE TO THE CHAMBER FOR THIS PURPOSE

6. AN AREA OF COOPERATION WHICH HAS BEEN ON OUR MINDS, BUT WHICH WE HAVE NOT YET BROACHED TO CHAMBER IS COOPERATION ON OUR COMMERCIAL PUBLICATIONS. COMMERCIAL UNIT AND USIS TOGETHER PUBLISH A COMMERCIAL FLIER AND CHAMBER PUBLISHES A FLIER AND MAGAZINE. WE BELIEVE THERE EXISTS POSSIBILITY FOR COLLABORATION BETWEEN EMBASSY AND CHAMBER IN THIS AREA - POSSIBLY ALONG THE LINES OF JOINT PUBLICATION.

7. FINALLY, CHAMBER AND EMBASSY HAVE RECOGNIZED VITALLY IMPORTANT AREA OF COLLABORATION BETWEEN EMBASSY AND CHAMBER IN FIELD OF COMMUNICATIONS. IN ARGENTINA, AND MANY OTHER LDC'S WE SUSPECT, EMBASSY AND MEMBERS RECOGNIZE NEED TO SELL THE FREE ENTERPRISE SYSTEM TO COUNTER STATIST, SOCIALIST AND MARXIST INFLUENCES WHICH HAVE INFLUENCED MAJOR PORTIONS OF THESE POPULATIONS OVER PAST THIRTY YEARS. IN ARGENTINA IN PARTICULAR WE FIND A MINIMAL COMMITMENT TO FREE ENTERPRISE EVEN IN THE BUSINESS COMMUNITY, BE IT MULTINATIONALS OR HOME GROWN ENTERPRISE. WE UNDERSTAND SUCCESSFUL EDUCATION PROGRAMS TO EXPLAIN THE FREE ENTERPRISE SYSTEM ARE BEING CONDUCTED, OR HAVE BEEN BY AMERICAN CHAMBER IN SOME LDC'S (URUGUAY FOR EXAMPLE) AND ARE BEING UNDERTAKEN IN US BY US FIRMS. THIS IS AN AREA IN WHICH THE ECOM/COMMERCIAL SECTION, USIS AND AMERICAN CHAMBER CAN EXPECT TO COLLABORATE HERE MORE CLOSELY AND FRUITFULLY

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IN THE FUTURE.
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